

**EXHIBIT A – PRICING**  
**Effective July 1, 2008**

Item No.	DESCRIPTION	QTY	UNIT	UNIT PRICE	EXTENDED PRICE
	The Virginia Information Technologies Agency (VITA) desires to establish a firm fixed price term contract to purchase Inmarsat Broadband Global Area network terminals and service.				
	<b>LOT#1 Telecom Equipment Contract</b>				
	<b>INMARSAT BGAN TERMINALS</b>				
1.	Thrane Explorer 300	1	ea	2722.00	
	Includes 2 meter Ethernet/ISDN cable; AC/DC power supply; 8 meter USB cable; rechargeable Lithium Ion battery; manual and drivers on CD-ROM				2722.00
2.	Thrane Explorer 500	1	ea	3182.00	
	Includes 2 meter Ethernet/ISDN cable; AC/DC power supply; 8 meter USB cable; rechargeable Lithium Ion battery; manual and drivers on CD-ROM				3182.00
3.	Thrane Explorer 700	1	ea	5212.00	
	Includes Explorer 700 10 meter cable; 2 meter Ethernet/ISDN cable; AC/DC power supply; USB cable; rechargeable Lithium Ion battery; manual and drivers on CD-ROM				5212.00
4.	Nera WorldPro 1000 (Replaced by Thrane 100)	1	ea	2390.00	
	Includes AC/DC power supply; USB cable; rechargeable Lithium Ion battery; manual and drivers on CD-ROM				2390.00
5.	Hughes HNS 9201	1	ea	2380.00	
	Includes 3 meter Ethernet/ISDN cable(RJ-45 connectors); AC/DC power supply; 3 meter USB cable; rechargeable Lithium Ion battery; travel adapter kit; manual and drivers on CD-ROM				2380.00
	<b>Lot#1 Total Evaluated Telecom Equipment Price:</b>				
	<b>THRANE BGAN ACCESSORIES/SPARE PARTS</b>				
6.	Battery Pack for Explorer 300/500	1	ea	190.00	
7.	Battery Pack for Explorer 700	1	ea	268.00	
8.	Car Charger Cable for Explorer 300/500	1	ea	66.00	
9.	Bluetooth handset Plus Charger 300/500/700	1	ea	518.00	
10.	Pole Mount Kit for Explorer 300/500	1	ea	175.00	
11.	Pole Mount Kit for Explorer 700	1	ea	317.00	
12.	Soft Bag Carry Case for Explorer 300/500	1	ea	116.00	
13.	Soft Bag Carry Case for Explorer 700	1	ea	183.00	
14.	Water Proof Hard Case for Explorer 300/500	1	ea	110.00	
15.	Water Proof Hard Case for Explorer 700	1	ea	135.00	

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HUGHES BGAN ACCESSORIES/SPARE PARTS					
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16.	Battery Pack for Hughes HNS9201	1	ea	170.00	
17.	DC Power Adapter for Hughes HNS9201	1	ea	90.00	
18.	Pole Mount Kit for Hughes HNS9201	1	ea	300.00	
19.	Cable 30 Meter AC Main Power Adapter	1	ea	35.00	
20.	Cable 10 Meter Ethernet/ISDN	1	ea	23.00	
21.	Cable 30 Meter Ethernet/ISDN	1	ea	29.00	
22.	Handset, ISDN (Heavy Duty)	1	ea	600.00	
23.	Handset, ISDN (Standard)	1	ea	385.00	
24.	Water Proof Hard Case for Hughes HNS9201	1	ea	120.00	
NERA BGAN ACCESSORIES/SPARE PARTS					
*Nera Woldpro 1000 replaced by Thrane 100*					
25.	Battery Pack for Thrane 100	1	ea	119.00	
26.	DC Car Adapter for Thrane 100	1	ea	142.00	
27.	Bluetooth handset for Thrane 100	1	ea	616.00	
28.	Handset, ISDN (Heavy Duty)	1	ea	675.00	
29.	Handset, ISDN (Standard)	1	ea	454.00	
30.	Soft Carry Case for Thrane 100	1	ea	389.00	
31.	Water Proof hard Case for Thrane 100	1	ea	110.00	
Lot#2 Telecom Service Contract					
BGAN AIRTIME SERVICE PLANS					
32.	Activation Fee	1		50.00	
PostPaid Plans					
Light (12 mo. service agreement)					
33.	Monthly Fee	1	mo	55.00	55.00
34.	Pre-paid fee	1	ea	660.00	
35.	Voice Included Min/Month	1	mo	- 0 -	
36.	Background IP Included MB/Month	1	mo	- 0 -	
37.	Additional MB Usage	1	MB	6.20	
Standard (12 mo. service agreement)					
38.	Monthly Fee	1	mo	40.00	40.00
39.	Pre-paid fee	1	ea	480.00	
40.	Voice Included Min/Month	1	mo	- 0 -	
41.	Background IP Included MB/Month	1	mo	- 0 -	
42.	Additional MB Usage	1	MB	6.80	
Rollover (12 mo. service agreement)					
43.	Monthly Fee	1	mo	63.00	63.00
44.	Pre-paid fee	1	ea	756.00	
45.	Voice Included Min/Month	1	mo	- 0 -	
46.	Background IP Included MB/Month	1	mo	10 MB	
47.	Additional MB Usage	1	MB	6.30	



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<b>Entry Bundle (12 mo. service agreement)</b>					
48.	Monthly Fee	1	mo	115.00	115.00
49.	Pre-paid fee	1	ea	1380.00	
50.	Voice Included Min/Month	1	mo	- 0 -	
51.	Background IP Included MB/Month	1	mo	20 MB	
52.	Additional MB Usage	1	MB	5.60	
<b>Mid Bundle (12 mo. service agreement)</b>					
53.	Monthly Fee	1	mo	440.00	440.00
54.	Pre-paid fee	1	ea	5280.00	
55.	Voice Included Min/Month	1	mo	30 mnts	
56.	Background IP Included MB/Month	1	mo	100 MB	
57.	Additional MB Usage	1	MB	4.75	
<b>High Bundle 12 mo. service agreement)</b>					
58.	Monthly Fee	1	mo	2815.00	2815.00
59.	Pre-paid fee	1	ea	33780.00	
60.	Voice Included Min/Month	1	mo	200	
61.	Background IP Included MB/Month	1	mo	750 MB	
62.	Additional MB Usage	1	MB	4.10	
<b>Super Bundle (12 mo. service agreement)</b>					
63.	Monthly Fee	1	mo	6200.00	6200.00
64.	Pre-paid fee	1	ea	74400.00	
65.	Voice Included Min/Month	1	mo	300	
66.	Background IP Included MB/Month	1	mo	2000 MB	
67.	Additional MB Usage	1	MB	3.45	
<b>ADDITIONAL POSTPAID AIRTIME SERVICES</b>					
<b>VOICE SERVICE</b>					
68.	To any Terrestrial destination	1	Per min	0.95	
69.	From BGAN to a BGAN unit	1	mo	0.75	
70.	From BGAN to cellular	1	mo	1.10	
71.	Text Message (SMS) (rate per message)	1	ms	0.50	
<b>DATA SERVICE</b>					
72.	Background IP/Standard (Shared bandwidth)(per megabyte)	1	MB	Rated per plan	
73.	ISDN 64kbps/Speech 3.1 Mhz Audio Streaming (Guaranteed bandwidth)	1	mo	5.30	
74.	32 kbps - VoIP encrypted	1	mo	1.95	
75.	32 kbps	1	mo	3.15	
76.	64 kbps	1	mo	5.69	
77.	128 kbps	1	mo	9.75	
78.	256 kbps	1	mo	16.65	
<b>Lot#2 Total Evaluated Telecom Service Price</b> Items 32, 33, 34, 38, 39, 43, 44, 48, 49, 53, 54, 58, 59, 63, 64, & 68					<b>25608.00</b>